

Message Text

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70

ACTION EUR-12

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R 051555Z NOV 75
FM AMEMBASSY VIENNA
TO USDOC WASHDC
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AMEMBASSY BERLIN
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST

UNCLAS VIENNA 9351

BEWT FOR ABRAHAMSON

STATE FOR EB/LAKAS

E.O. 11652: N/A

TAGS: BEXP, AU, GE, HU, RO

SUBJECT: CHEMICAL/PETROCHEMICAL TSS VISIT TO VIENNA
OCTOBER 31-NOVEMBER 2, 1975

REF: STATE 249093 AND PREVIOUS

1. MEMBERS OF SUBJECT TSS SEPARATELY ARRIVED IN VIENNA DURING COURSE OF OCT. 31. EVENING RECEPTION HOSTED BY ECON/COM COUNSELOR HENRY BARDACH AT HIS HOME WAS ATTENDED BY AMBASSADOR, SEVERAL EE COUNTRY COMMERCIAL OFFICERS, AS WELL AS AUSTRIAN GOVERNMENT AND INDUSTRIAL OFFICIALS. GDR COMMERCIAL COUNSELOR HEINRICH KRUEGER MADE POINT OF EXPRESSING STRONG INTEREST OF GDR INDUSTRY IN THIS TSS. HE ASKED THAT IN FUTURE HE BE GIVEN DETAILS OF SUCH TSS'S AS EARLY AS POSSIBLE SO AS TO BE ABLE TO GIVE GREATEST POSSIBLE ADVANCE ASSISTANCE TO SUCH GROUPS.

2. GROUP WORKED IN EWTDO ALL DAY NOV. 1. BRIEFINGS IN MORNING WERE FOLLOWED BY COORDINATION AND FINAL RUN-THROUGH OF INDIVIDUAL PRESENTATIONS.

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3. SEMINAR DEPARTED VIENNA FOR BUCHAREST AS SCHEDULED

IN EVENING OF NOV. 2.

4. COMMENT. WHILE WE WOULD BE INTERESTED IN VIEWS OF
BEWT ADVANCE OFFICER WEISS AND TSS MEMBERS WHEN THEY
ARE DEBRIEFED AFTER RETURN TO US WE BELIEVE THAT
EXPERIENCE WITH THIS AGRICULTURAL CHEMICALS TSS
IN MARCH SHOWS THAT USE OF EWTDO AS STAGING POINT FOR
EE BOUND TECHNICAL SALES SEMINAR IS WORTHWHILE. ONE
FULL WORKDAY SPENT IN FINAL PREPARATIONS FOR SUCH SEMINARS
SERVES NOT ONLY TO ASSURE QUALITY OF PRESENTATIONS BUT
ALSO WELDS GROUP INTO EFFECTIVE TEAM.BUCHANAN

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